

Fig. 1

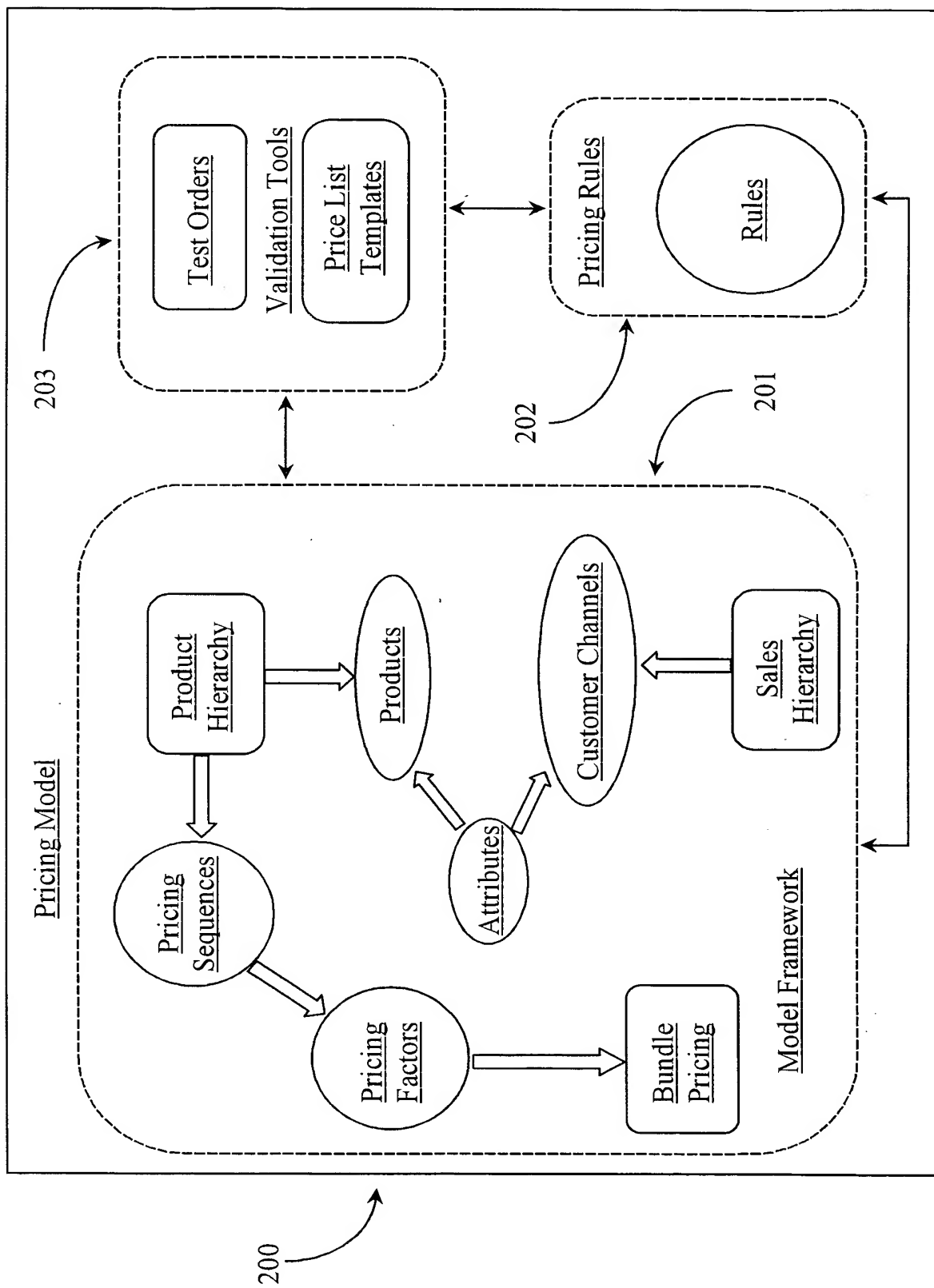


Fig. 2

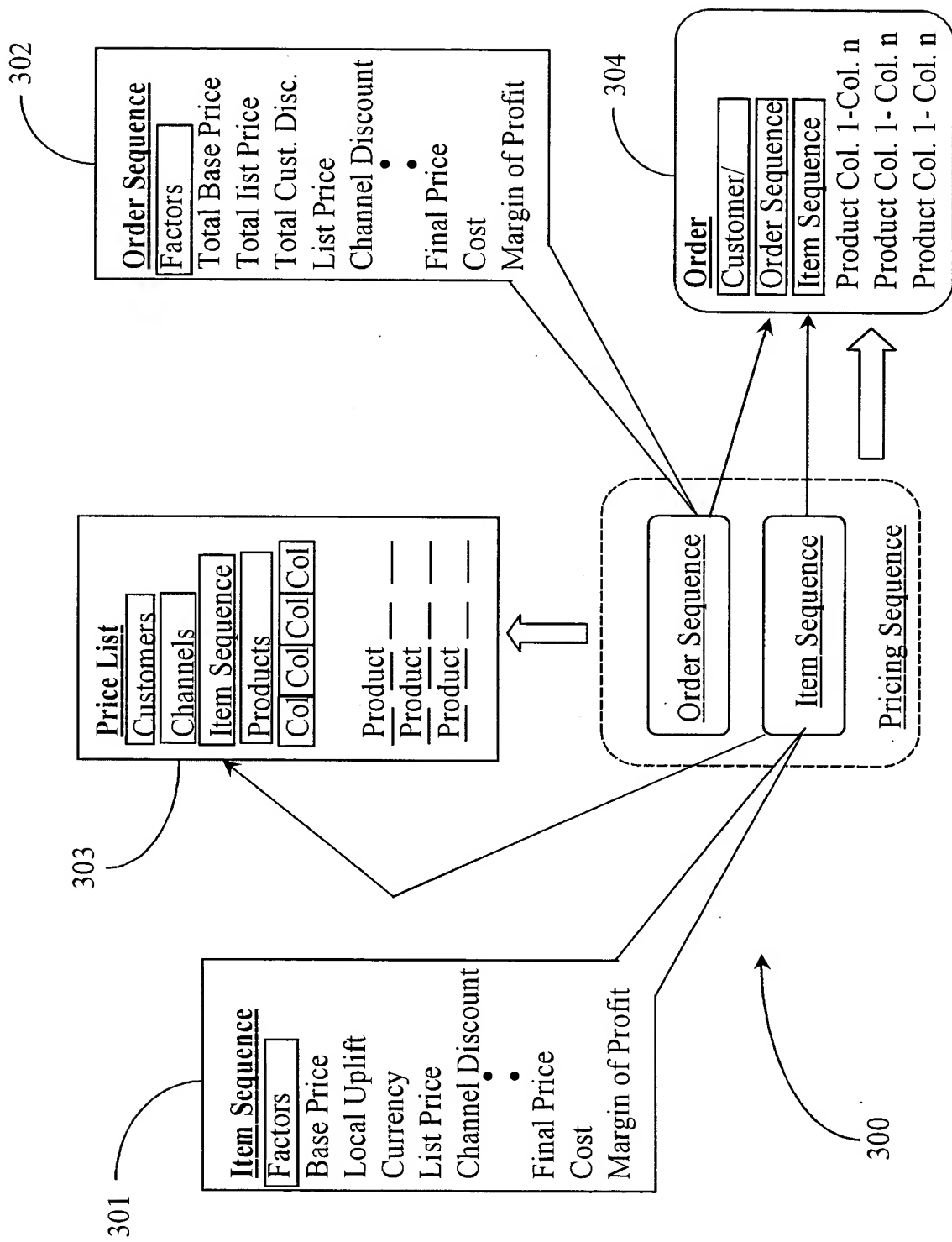


Fig. 3

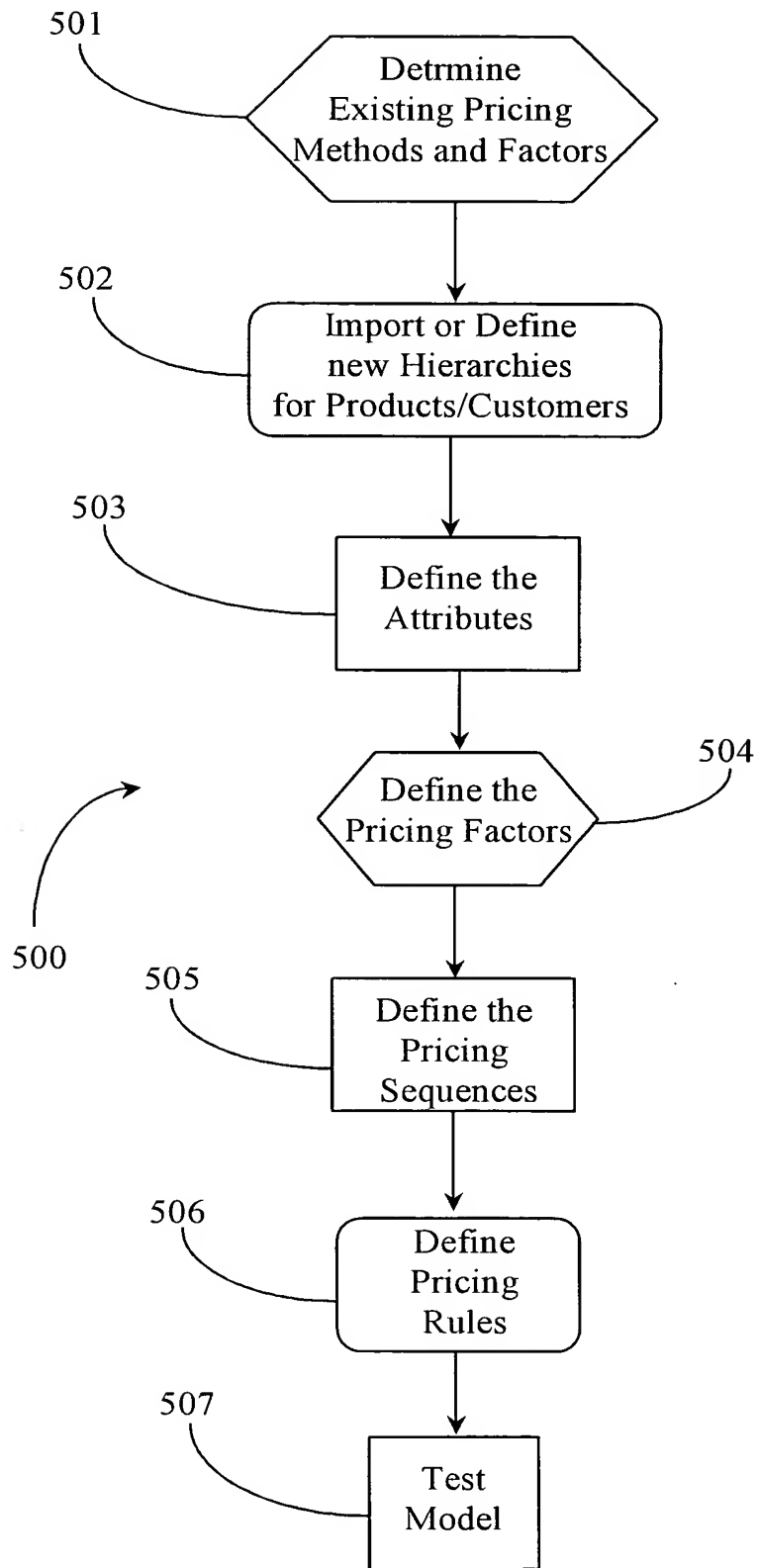


Fig. 5

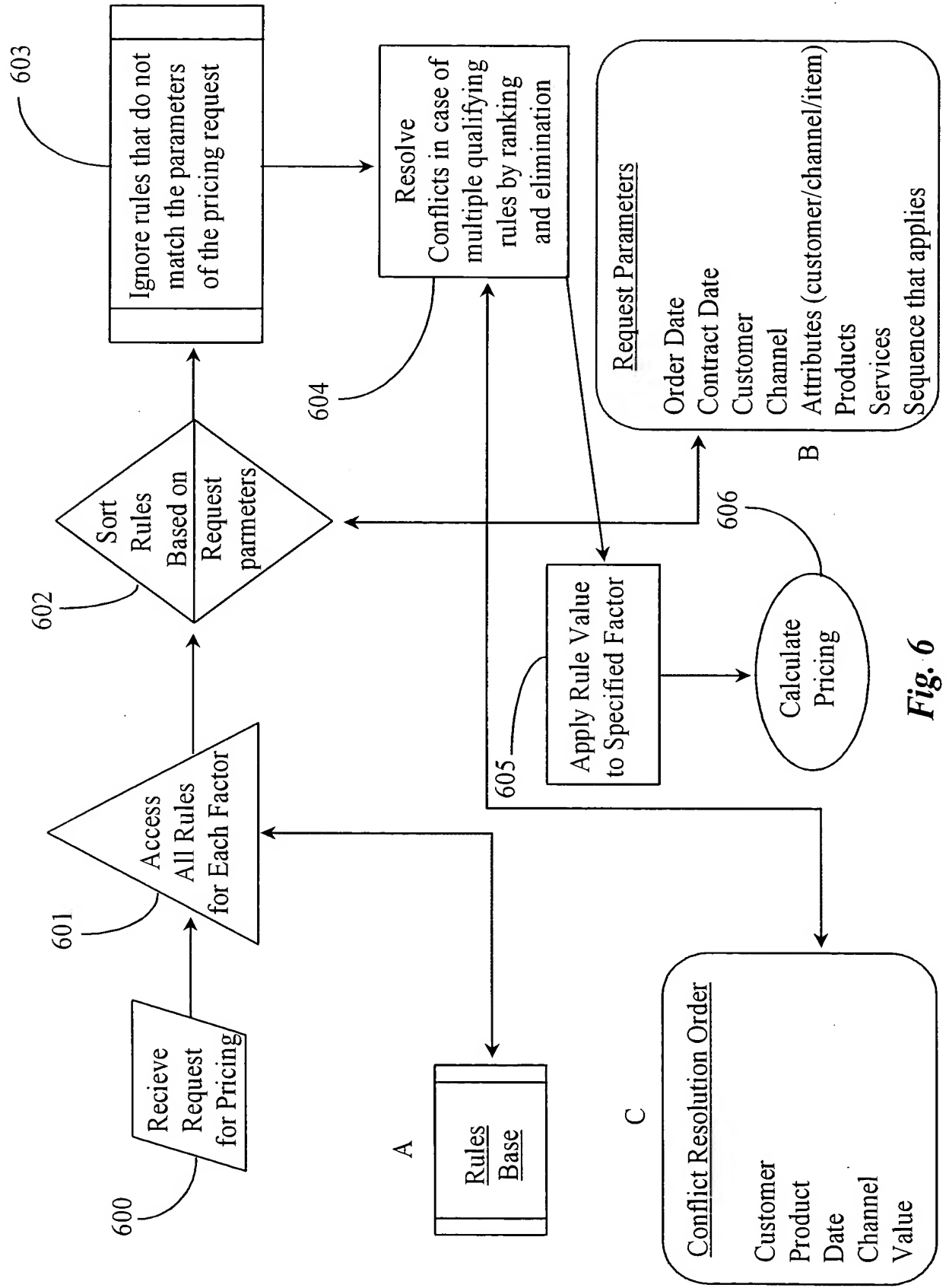


Fig. 6

Figure 1 illustrates the Main Interface of the Pricing Rules System. The interface features a menu bar at the top with the following options: Main Interface, Search, and all price rls.. Below the menu bar, there is a table displaying pricing rules. The table has the following columns: ID, Product, Customer, Channel, Eff., Exp., and Factor. The table lists several pricing rules, including Expert Services, Direct Support, Hardware, and A-1 Lap Top. A search bar is located at the bottom right of the interface.

ID	Product	Customer	Channel	Eff.	Exp.	Factor
56	Expert Services	All Customers	All Channels	01/03	01/04	Cost
55	Expert Services	All Customers	All Channels			Base Price
54	Direct Support	All Customers	All Channels	01/03	01/04	Cost
53	Hardware	Gold Customers	Web Channel	01/03	01/04	Shipping
52	Hardware	All Customers	Promotion	01/03	01/04	Prm. Discount
51	A-1 Lap Top	VARS	Co-Brand			Shipping
50	256 DIMM	XYZ Company	All Channels	01/03	01/04	Ctr. Discount

800

New Pricing Factor Help About Logout

Product H
Sales H
Pricing Rules
Pricing Factors
Pricing Seq.
Att.
Bundles
PL Templates
Model Val.
Price Admn.

Factor Name:

Operation Type:

From Factor:

Type:

Scoped: ☐

Cond. Var. Type: ☒ Attribute ☐ Factor

Cond. Var.:

Rounding Method:

Rounding Plc.(10 ^ X):

Conflict Resolution Order:

Customer
Product
Date
Channel
Attribute
Value

Value Priority: ☒ Higher ☐ Lower

801

803

804

802

Fig. 8

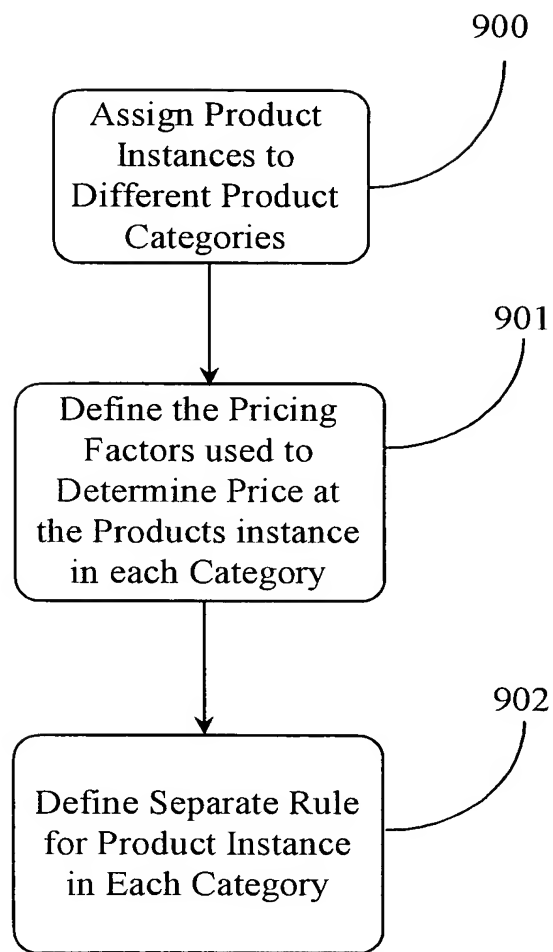


Fig. 9

Figure 1 is a screenshot of a software window titled "Edit Bundle". The window is organized into several sections. At the top, there is a "Name:" field containing "School Days Promo". Below this are "Customer:" and "Channel:" fields. To the right of these is a "Bundle ID:" field containing "100". Further down are "Effective Date:" (01/01/2003) and "Expiry Date:" (03/31/2003) fields. The bottom section of the window is divided into two panes. The left pane is titled "Bundle Detection" and contains a table with columns "Product", "Scope", "Min", and "Max". The right pane is titled "Bundle Adjustment" and contains a table with columns "Product", "Scope", and "Value". Both panes have a "Factor:" dropdown menu set to "ADD:". The "Bundle Adjustment" pane also has a "Value" column. The entire window is labeled "Edit Bundle" in the top left corner.

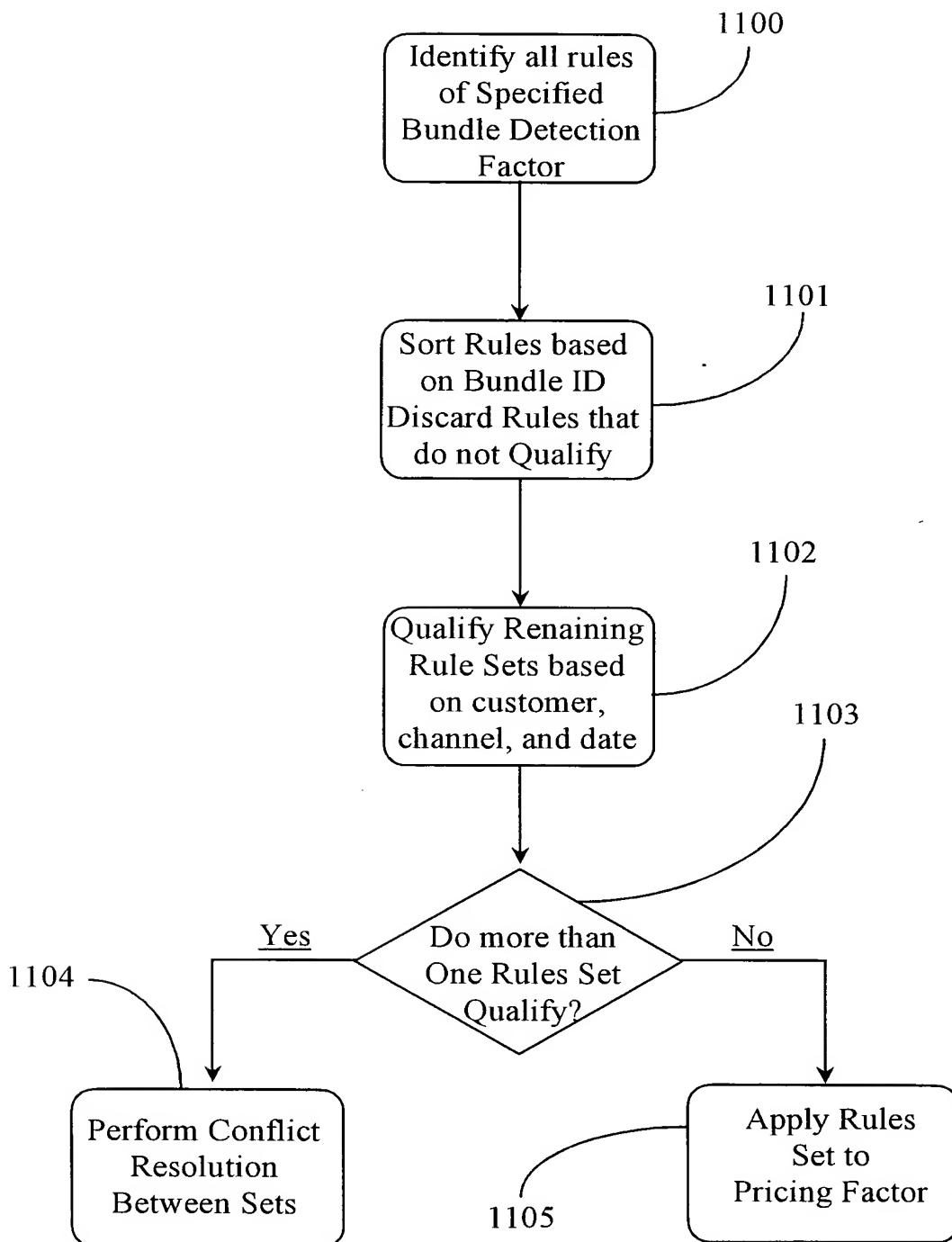


Fig. 11

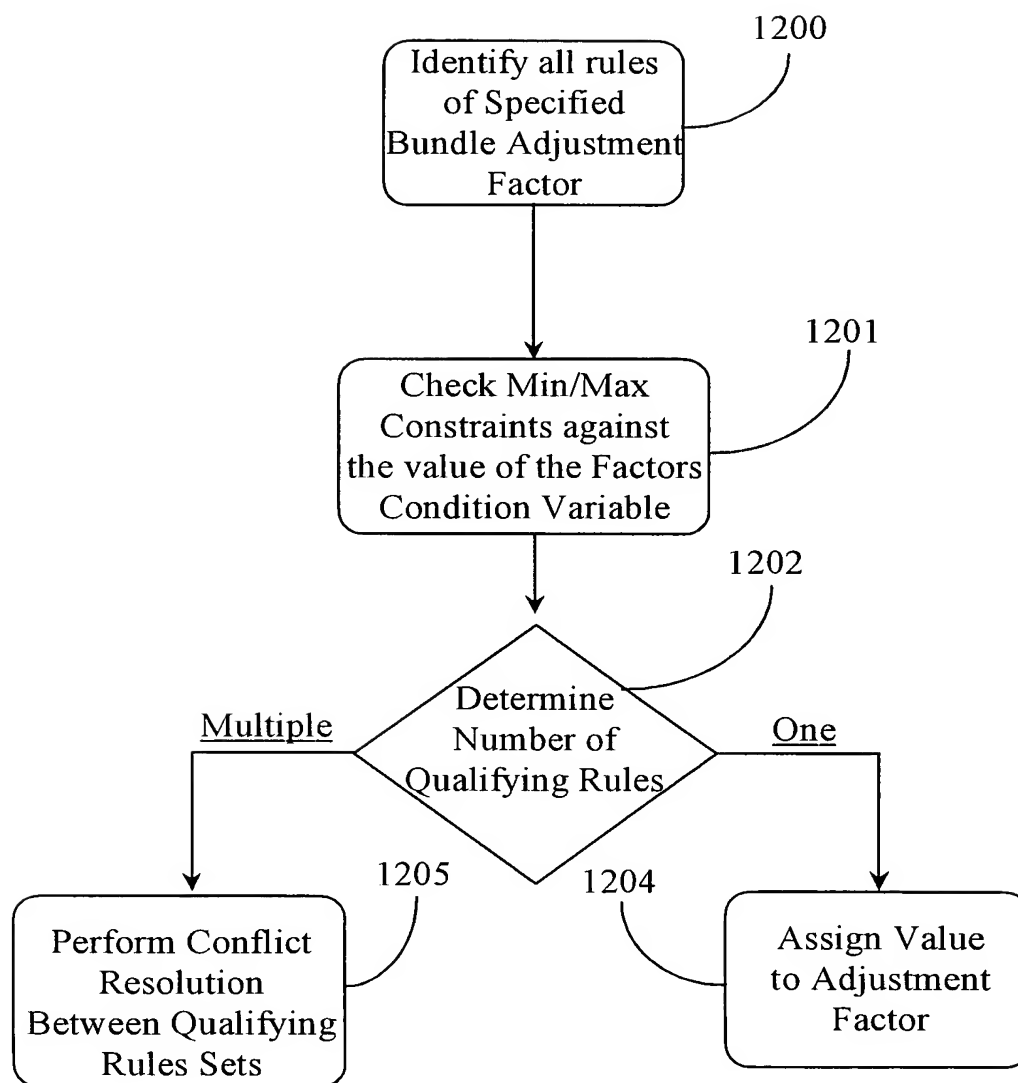


Fig. 12

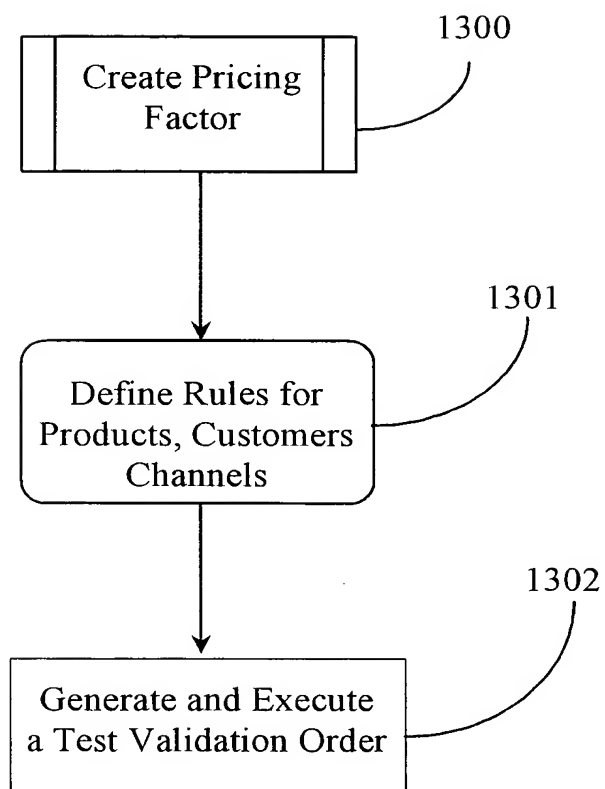


Fig. 13

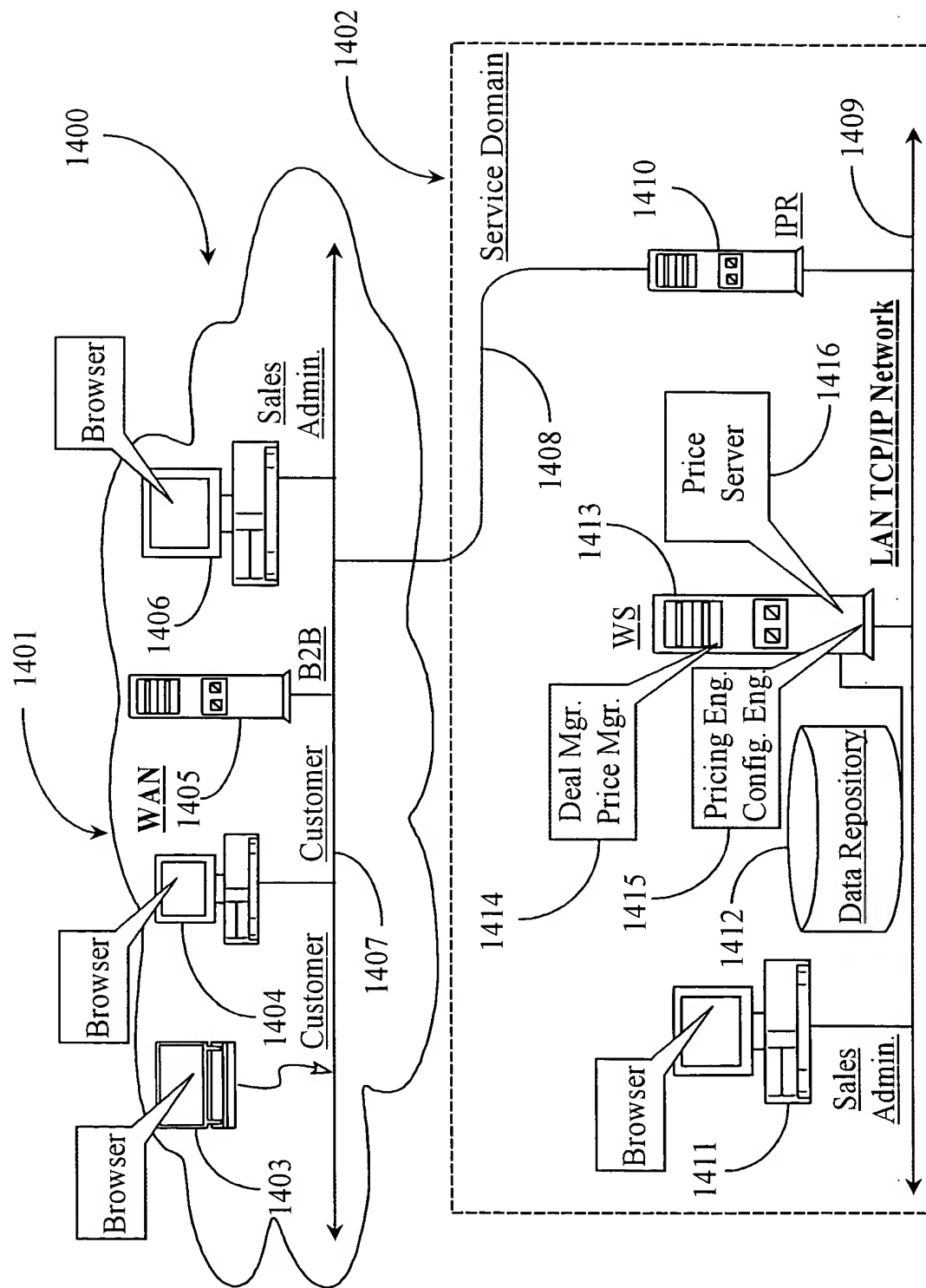


Fig. 14 (Deal Management)

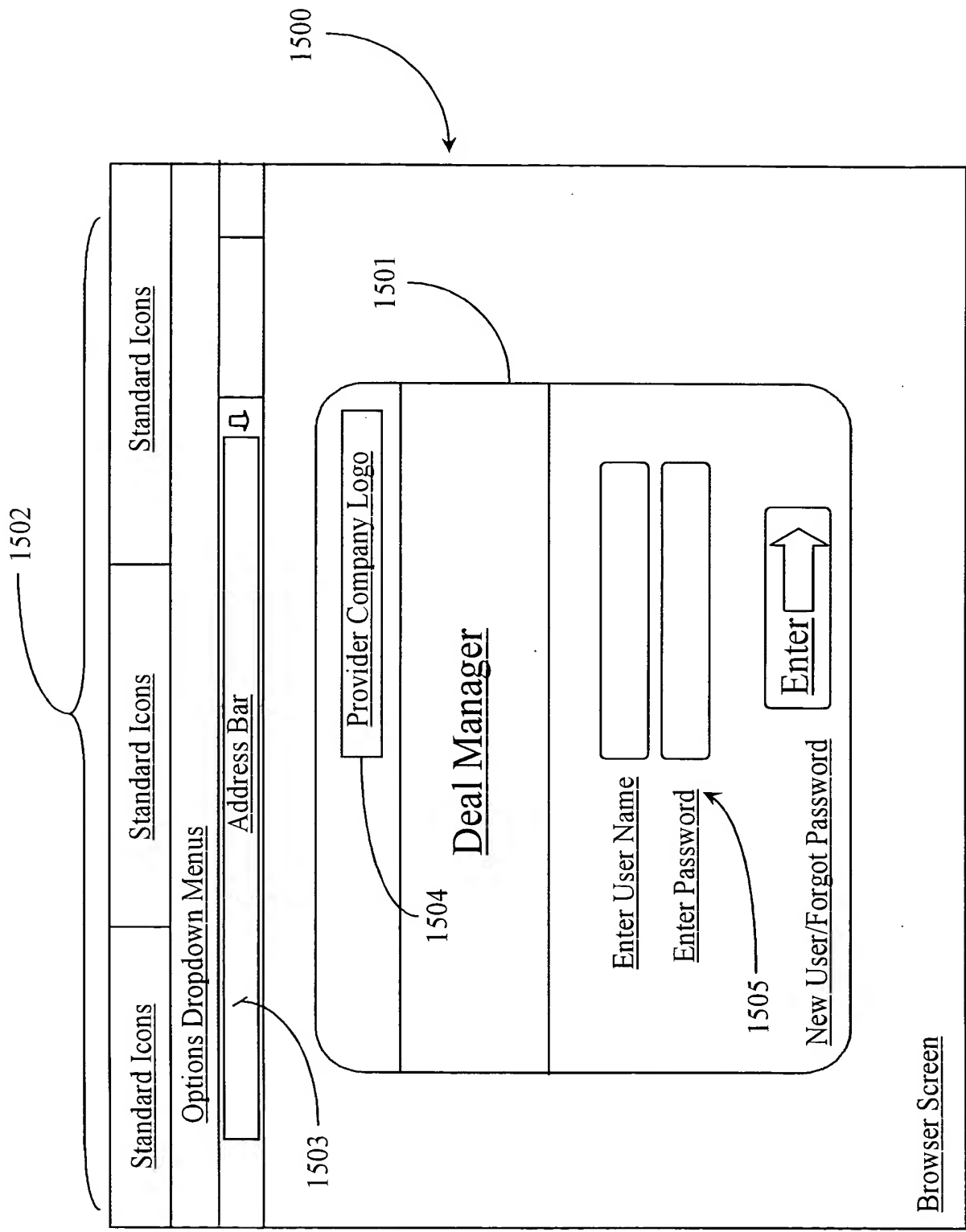


Fig. 15 (Log-in Page)

The diagram illustrates a web browser interface layout. At the top, a horizontal bar (1501) contains three sections: 'Standard Icons' (1502), 'Options Dropdown Menus', and another 'Standard Icons' section. Below this bar is an 'Address Bar' (1503) with a dropdown arrow. The main content area (1600) features a header with 'Deal Manager' (1503) and 'Provider Logo'. Below the header is a navigation bar (1601) with links: 'Home', 'Deals', 'Home About Help Log-out', and 'User : User Name' (1603). The 'Deals' link is specifically labeled 1602. The entire interface is contained within a 'Browser Screen' frame.

<u>Standard Icons</u>		<u>Standard Icons</u>	<u>Standard Icons</u>
<u>Options Dropdown Menus</u>			
<input type="text"/>		⌵	
<u>Deal Manager</u>		<u>Provider Logo</u>	
<u>Home About Help Log-out</u>			
Home	Deals	User : User Name	

Fig. 16 (Main Starting Interface)

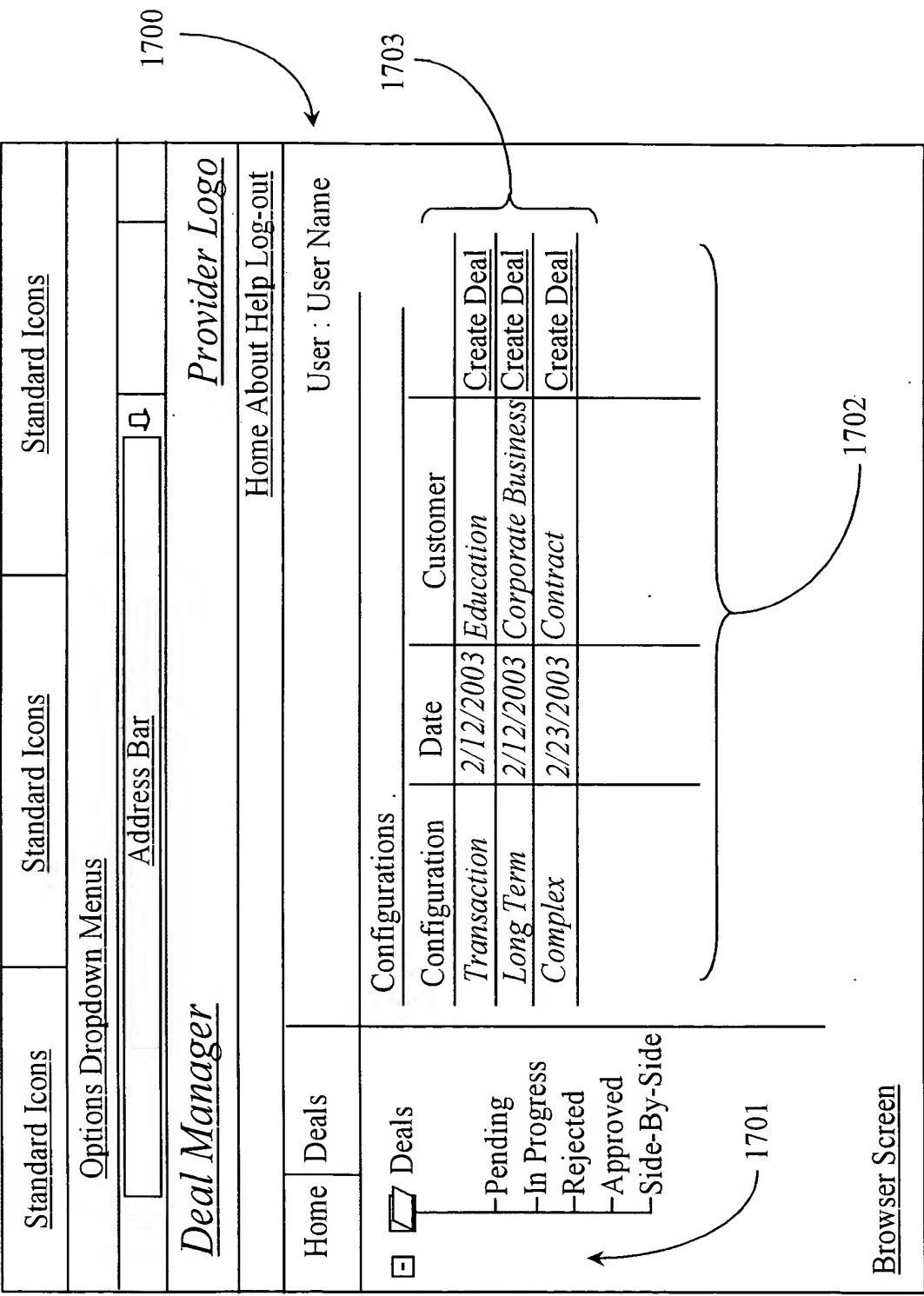


Fig. 17 (Deals View)

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

Deal Manager

Provider Logo

Home About Help Log-out

Home

Deals

Deals

Pending

In Progress

Rejected

Approved

Side-By-Side

Deals - Pending

Name	Acct.	Action	Date	Owner	Status	Gen. Prop.
Edu./Trans.	Acct. Info.		2/12/03	R.Smith	Pending	Generate

User : User Name

1801

Browser Screen

1800

1807

Fig. 18

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>	
<u>Options Dropdown Menus</u>					
		<u>Address Bar</u>			
<u>Deal Manager</u>		<u>Provider Logo</u>			
<u>Home About Help Log-out</u>					
<u>Home</u>		<u>User : User Name</u>			
<div> <div>Deals</div> <div> <div> <div>Deals - Pending-Edu. Trans. Acct.</div> <div>Account Information</div> <div>Deal Name</div> <div>Account Name</div> <div>Purchase History</div> <div>15 Systems</div> <div>Customer Since 2001</div> </div> <div> <div>1901</div> <div>Education Deal</div> <div>1902</div> <div>11% Margin</div> </div> </div> </div>		<div> <div>Glenbrook North High School</div> <div>Search</div> </div>			
<div> <div>Browser Screen</div> <div> <div>Back</div> <div>1903</div> </div> </div>					

Fig. 19 (account view)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>																	
<u>Options Dropdown Menus</u>																					
		<u>Address Bar</u>																			
<u>Deal Manager</u>		<u>Provider Logo</u>																			
<u>Home About Help Log-out</u>																					
<u>Home Deals</u>		<u>User : User Name</u>																			
<input type="checkbox"/> Deals - Pending - In Progress - Rejected - Approved - Side-By-Side		Scenarios <table border="1"> <tr> <td>Type</td> <td>Terms</td> <td>Net Price</td> <td>Crte. Date</td> <td>Owner</td> <td>Status</td> <td>Export</td> <td>Gen. Prop</td> </tr> <tr> <td>Base</td> <td>Terms</td> <td>\$11, 980</td> <td>2/12/03</td> <td>Smith</td> <td>Pnd.</td> <td>Export</td> <td>Generate</td> </tr> </table>				Type	Terms	Net Price	Crte. Date	Owner	Status	Export	Gen. Prop	Base	Terms	\$11, 980	2/12/03	Smith	Pnd.	Export	Generate
Type	Terms	Net Price	Crte. Date	Owner	Status	Export	Gen. Prop														
Base	Terms	\$11, 980	2/12/03	Smith	Pnd.	Export	Generate														
<u>Browser Screen</u>																					

2000

2003

2001

Fig. 20 (Scenarios List)

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

↕

Deal Manager

Provider Logo

Home About Help Log-out

2100

Home

Deals

User : User Name

☐ Deals

- Pending

- In Progress

- Rejected

- Approved

- Side-By-Side

Account Information-Terms

Shipping Terms

Payment Terms

Credit Terms

One Week ↕

Net-90 ↕

Good ↕

2101

2102

2103

Additional Notes:

2105

↩ Back

2104

Browser Screen

↕

Fig. 21 (Account Terms)



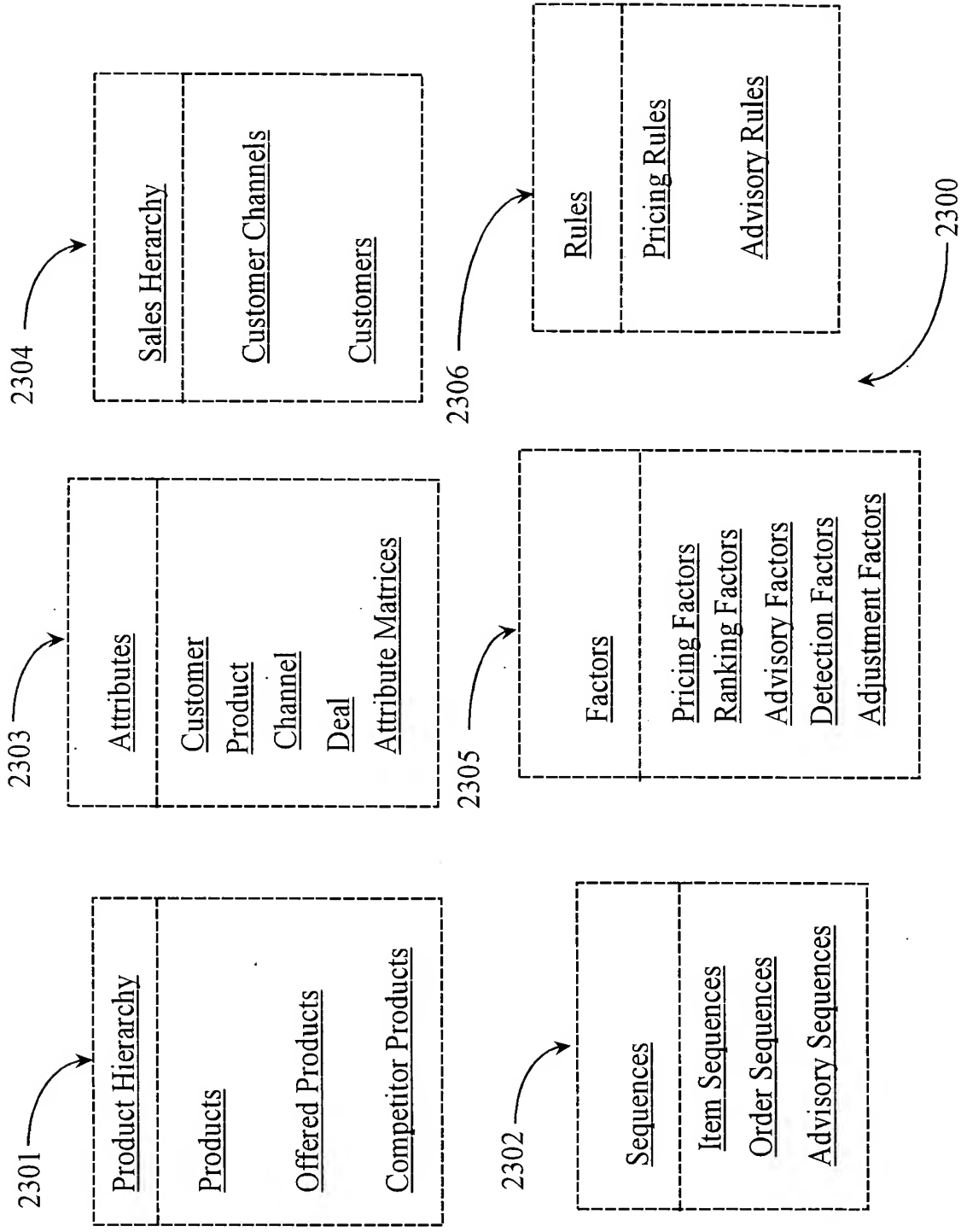


Fig. 23 (Advisory Components)

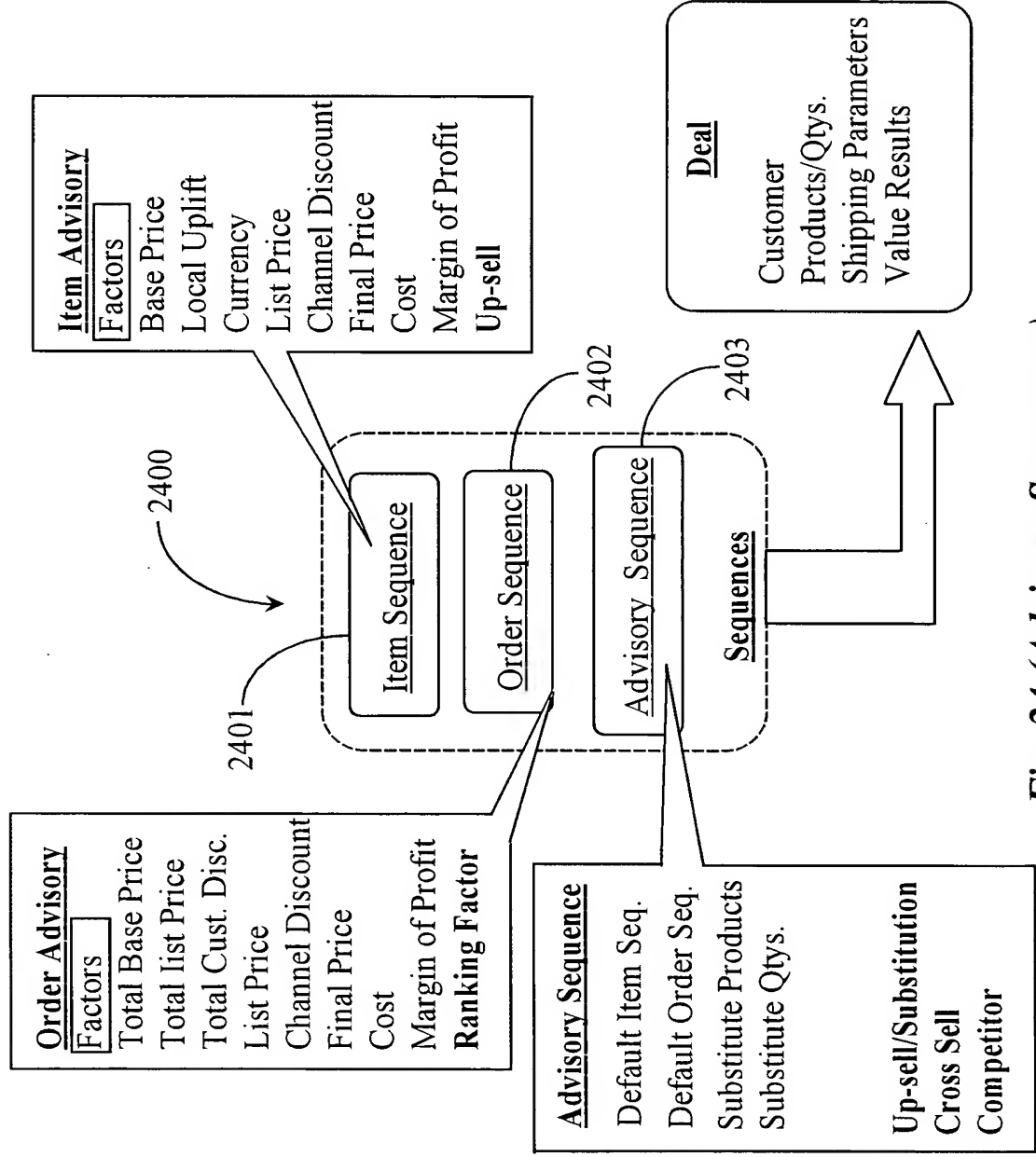


Fig. 24 (Advisory Sequences)

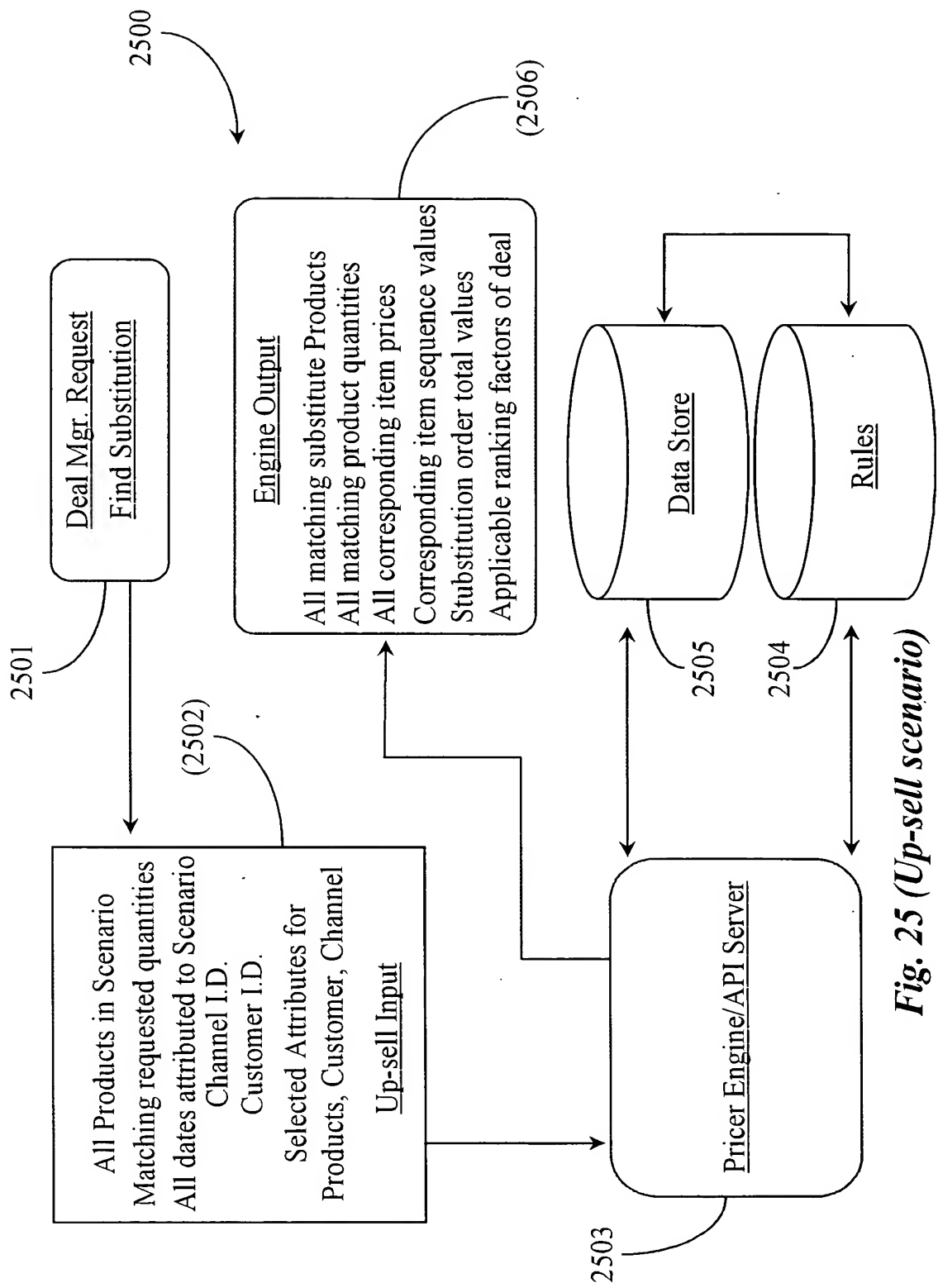


Fig. 25 (Up-sell scenario)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>													
<u>Options Dropdown Menus</u>																	
		<u>Address Bar</u>															
<u>Deal Manager</u>																	
<u>Home About Help Log-out</u>																	
<u>Home</u>		<u>User : User Name</u>															
<input type="checkbox"/> <u>Deals</u>		<u>Base Scenario</u>															
- Pending - In Progress - Rejected - Approved - Side-By-Side		2601 <u>Optimize</u> <u>Substitution</u> <u>Bundling</u> <u>Final Edit</u>															
		2602 <table border="1"> <tr> <td>Deal Name</td> <td>Edu.-Trans.</td> </tr> <tr> <td>Acct. Name</td> <td>Glennbrook NHS</td> </tr> </table>				Deal Name	Edu.-Trans.	Acct. Name	Glennbrook NHS								
Deal Name	Edu.-Trans.																
Acct. Name	Glennbrook NHS																
		2603 <table border="1"> <tr> <td>Analysis Start</td> <td>02/14/03</td> <td>End Date</td> <td>02/14/03</td> <td>Period</td> <td>One Time</td> </tr> </table>				Analysis Start	02/14/03	End Date	02/14/03	Period	One Time						
Analysis Start	02/14/03	End Date	02/14/03	Period	One Time												
		2604 <table border="1"> <tr> <td>+</td> <td>Add New</td> <td>Product</td> <td>Qty.</td> <td>Period</td> <td>List</td> </tr> <tr> <td>X</td> <td>Remove</td> <td>Marquee GX620</td> <td>20</td> <td>NA</td> <td>\$599</td> </tr> </table>				+	Add New	Product	Qty.	Period	List	X	Remove	Marquee GX620	20	NA	\$599
+	Add New	Product	Qty.	Period	List												
X	Remove	Marquee GX620	20	NA	\$599												
		2606 <table border="1"> <tr> <td colspan="6">Total List Price = \$11,980</td> </tr> </table>				Total List Price = \$11,980											
Total List Price = \$11,980																	
		2607 <table border="1"> <tr> <td colspan="6"><u>Compensation Indicator</u></td> </tr> <tr> <td colspan="2"></td> <td colspan="2">0%</td> <td colspan="2">100%</td> </tr> </table>				<u>Compensation Indicator</u>								0%		100%	
<u>Compensation Indicator</u>																	
		0%		100%													
<u>Browser Screen</u>																	
<input type="text"/>		<input type="text"/>															

Fig. 26 (Base Scenario View)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>																			
<u>Options Dropdown Menus</u>																							
		<u>Address Bar</u>																					
<u>Deal Manager</u>			<u>Provider Logo</u>																				
<u>Home About Help Log-out</u>																							
<u>Home</u>	<u>Deals</u>	<u>Substituting</u>	2701	2702	User : User Name																		
<input type="checkbox"/> <u>Deals</u> <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<table border="1"> <thead> <tr> <th>Products</th> <th>% Discount</th> <th>Summary Block</th> </tr> </thead> <tbody> <tr> <td>Processor-1</td> <td><input type="text" value="2"/></td> <td>Deal Name: Edu-Trn</td> </tr> <tr> <td>Memory 1</td> <td><input type="text" value="2"/></td> <td>Acct: Glennbrook NHS</td> </tr> <tr> <td>17 -inch E772P</td> <td><input type="text" value="2"/></td> <td>Start: 02/14/03</td> </tr> <tr> <td>OS-1</td> <td><input type="text" value="2"/></td> <td>End: 02/14/03</td> </tr> <tr> <td>Overall</td> <td><input type="text"/></td> <td>Period: One Time</td> </tr> </tbody> </table>				Products	% Discount	Summary Block	Processor-1	<input type="text" value="2"/>	Deal Name: Edu-Trn	Memory 1	<input type="text" value="2"/>	Acct: Glennbrook NHS	17 -inch E772P	<input type="text" value="2"/>	Start: 02/14/03	OS-1	<input type="text" value="2"/>	End: 02/14/03	Overall	<input type="text"/>	Period: One Time
Products	% Discount	Summary Block																					
Processor-1	<input type="text" value="2"/>	Deal Name: Edu-Trn																					
Memory 1	<input type="text" value="2"/>	Acct: Glennbrook NHS																					
17 -inch E772P	<input type="text" value="2"/>	Start: 02/14/03																					
OS-1	<input type="text" value="2"/>	End: 02/14/03																					
Overall	<input type="text"/>	Period: One Time																					
2705		<table border="1"> <tr> <td>Total List Price = \$11, 980</td> <td>Total Net Price = \$11, 980</td> </tr> </table>				Total List Price = \$11, 980	Total Net Price = \$11, 980																
Total List Price = \$11, 980	Total Net Price = \$11, 980																						
<u>Browser Screen</u> <input type="text"/>		<div>2704</div> <div>Find Substitution</div> <div>2706</div> <div>Compensation Indicator</div> <div> <input type="text"/> <input type="text"/> <input type="text"/> </div> <div> -10% 0% 50% 100% </div>																					

Fig. 27 (Substitution Quoting)

Standard Icons
Standard Icons
Standard Icons

Options Dropdown Menus

Deal Manager
Provider Logo

2801

Home About Help Log-out

User : User Name

Home

Deals

Products

% Discount

Substitution

List

☒ Deals

- Pending
- In Progress
- Rejected
- Approved
- Side-By-Side

Marquee

Marquee

599

Summary Block

Processor-1	2	Processor-2	<input type="checkbox"/>	0	Deal Name: Edu-Trn
Memory-1	2	Memory -2	<input type="checkbox"/>	0	Acct: Glennbrook NHS
17 -inch E772P	2	Fl. Pan. 1504FP	<input type="checkbox"/>	399	Start: 02/14/03
OS-1	2	OS-1	NA	0	End: 02/14/03
Overall	<input type="checkbox"/>	Select All	<input type="checkbox"/>		Period: One Time

Total List Price = \$11, 980 Total Net Price = \$11, 980

Compensation Indicator

0%
50%
100%

-10%
100%

Browser Screen

Fig. 28 (substitution find)

<u>Standard Icons</u>	<u>Standard Icons</u>	<u>Standard Icons</u>
<u>Options Dropdown Menus</u>		
<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px 10px;">Address Bar</div> <div style="border: 1px solid black; padding: 2px 10px;">⏏</div> </div>		
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Deal Manager</u> </div> <div style="width: 40%; text-align: center;"> <u>Provider Logo</u> </div> <div style="width: 30%; text-align: right;"> <u>Home About Help Log-out</u> </div> </div>		
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Home</u> </div> <div style="width: 40%; text-align: center;"> <u>Deals</u> </div> <div style="width: 30%; text-align: right;"> <u>User : User Name</u> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Products</u> </div> <div style="width: 40%; text-align: center;"> <u>% Discount</u> </div> <div style="width: 30%; text-align: right;"> <u>Substitution</u> </div> </div>	
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Marquee</u> </div> <div style="width: 40%; text-align: center;"> <u>Marquee</u> </div> <div style="width: 30%; text-align: right;"> <u>Summary Block</u> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Processor-1</u> </div> <div style="width: 40%; text-align: center;"> <u>Processor-2</u> </div> <div style="width: 30%; text-align: right;"> <u>Deal Name: Edu-Trn</u> </div> </div>	
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Memory-1</u> </div> <div style="width: 40%; text-align: center;"> <u>Memory -2</u> </div> <div style="width: 30%; text-align: right;"> <u>Acct: Glennbrook NHS</u> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>17 -inch E772P</u> </div> <div style="width: 40%; text-align: center;"> <u>FL. Pan.1504FP</u> </div> <div style="width: 30%; text-align: right;"> <u>Start: 02/14/03</u> </div> </div>	
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>OS-1</u> </div> <div style="width: 40%; text-align: center;"> <u>OS-1</u> </div> <div style="width: 30%; text-align: right;"> <u>End: 02/14/03</u> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Overall</u> </div> <div style="width: 40%; text-align: center;"> <u>Select All</u> </div> <div style="width: 30%; text-align: right;"> <u>Period: One Time</u> </div> </div>	
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Validate</u> </div> <div style="width: 40%; text-align: center;"> <u>All Substitutions are valid</u> </div> <div style="width: 30%; text-align: right;"> <u>Save as</u> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>Total List Price = \$18,560</u> </div> <div style="width: 40%; text-align: center;"> <u>Total Net Price = \$18,188.80</u> </div> <div style="width: 30%; text-align: right;"> <u>Save</u> </div> </div>	
<u>Browser Screen</u>	<u>Find Substitution Compensation Indicator</u>	
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>-10%</u> </div> <div style="width: 40%; text-align: center;"> <u>0%</u> </div> <div style="width: 30%; text-align: right;"> <u>100%</u> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <u>-10%</u> </div> <div style="width: 40%; text-align: center;"> <u>0%</u> </div> <div style="width: 30%; text-align: right;"> <u>100%</u> </div> </div>	

Fig. 30 (Validate and Save)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>					
<u>Options Dropdown Menus</u>									
		<u>Address Bar</u>							
<u>Deal Manager</u>			<u>Provider Logo</u>						
<u>Home About Help Log-out</u>									
<u>Home</u>		<u>Scenarios</u>							
<u>Deals</u>		<u>User : User Name</u>							
<input type="checkbox"/> <u>Deals</u> <div> <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side </div>		<u>Type</u>	<u>Terms</u>	<u>Net</u>	<u>Date</u>	<u>Owner</u>	<u>Status</u>	<u>Export</u>	<u>Gen. Prop</u>
		<u>Base</u>	<u>Terms</u>	<u>\$10,000</u>	<u>02/12/03</u>	<u>J. Smith</u>	<u>Pending</u>	<u>Export</u>	<u>Generate</u>
		<u>Sub</u>	<u>Terms</u>	<u>\$18,188.8</u>	<u>02/12/03</u>	<u>J. Smith</u>	<u>Pending</u>		<u>Generate</u>
		<div> <div>3102</div> <div>3101</div> </div>							
<u>Browser Screen</u>									

Fig. 31 (Substitution Scenario)

Standard Icons		Standard Icons		Standard Icons					
Options Dropdown Menus									
<input type="text"/>		Address Bar		<input type="text"/>					
Deal Manager									
Home About Help Log-out									
Home		Deals		User : User Name					
<input type="checkbox"/> Deals		Side-By-Side Comparison							
<input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		New Comparison							
		Comparison	Scenario	List	Net	Disc.	Margin	Export	Detail
		Rev-1 vs Mar-1	Rev-1	\$150,000	\$100,000	33%	10%	<input type="checkbox"/>	Detail
			Mar-1	\$110,000	\$90,800	17%	15%	<input type="checkbox"/>	Detail
		<div>Export</div>							
Browser Screen									

Fig. 32 (Comparisons)

Standard Icons		Standard Icons		Standard Icons	
Options Dropdown Menus					
		Address Bar			
Deal Manager					
Home About Help Log-out					
Home		User : User Name			
Deals		Comparison Scenarios			
<input type="checkbox"/> Deals <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<div> <div> Check scenarios to compare </div> <div> <input type="checkbox"/> Long term vs Short term <input type="checkbox"/> Margin vs Revenue <input checked="" type="checkbox"/> Bundle vs Substitution <input type="checkbox"/> With terms vs Without terms </div> </div>			
Browser Screen		<div> <div> Name of Comparison: </div> <div> Bundle vs Substitution </div> <div> Compare </div> </div>			

Fig. 34 Comparison Options)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>																																				
<u>Options Dropdown Menus</u>																																								
		<u>Address Bar</u>																																						
<u>Deal Manager</u>																																								
		3501		Home About Help Log-out Provider Logo																																				
<u>Home</u>		Deal Comparison/Margin By Product Line/Price Waterfall/Final Edit User : User Name																																						
<input type="checkbox"/> <u>Deals</u> Pending In Progress Rejected Approved Side-By-Side		<table border="1"> <thead> <tr> <th><u>Products</u></th> <th><u>% Discount</u></th> <th><u>Substitution</u></th> <th><u>List</u></th> <th><u>Summary Block</u></th> </tr> </thead> <tbody> <tr> <td><u>Marquee</u></td> <td></td> <td><u>Marquee</u></td> <td>599</td> <td><u>Deal Name: Edu-Trn</u></td> </tr> <tr> <td><u>Processor-1</u></td> <td><input type="text" value="2"/></td> <td><u>Processor-2</u> <input checked="" type="checkbox"/></td> <td>0</td> <td><u>Acct: Glennbrook NHS</u></td> </tr> <tr> <td><u>Memory-1</u></td> <td><input type="text" value="2"/></td> <td><u>Memory -2</u> <input checked="" type="checkbox"/></td> <td>0</td> <td><u>Start: 02/14/03</u></td> </tr> <tr> <td><u>17 -inch E772P</u></td> <td><input type="text" value="2"/></td> <td><u>Fl. Pan.1504FP</u> <input checked="" type="checkbox"/></td> <td>329</td> <td><u>End: 02/14/03</u></td> </tr> <tr> <td><u>OS-1</u></td> <td><input type="text" value="2"/></td> <td><u>OS-1</u> NA</td> <td>0</td> <td><u>Period: One Time</u></td> </tr> <tr> <td><u>Overall</u></td> <td><input type="text"/></td> <td><u>Select All</u> <input checked="" type="checkbox"/></td> <td></td> <td></td> </tr> </tbody> </table>				<u>Products</u>	<u>% Discount</u>	<u>Substitution</u>	<u>List</u>	<u>Summary Block</u>	<u>Marquee</u>		<u>Marquee</u>	599	<u>Deal Name: Edu-Trn</u>	<u>Processor-1</u>	<input type="text" value="2"/>	<u>Processor-2</u> <input checked="" type="checkbox"/>	0	<u>Acct: Glennbrook NHS</u>	<u>Memory-1</u>	<input type="text" value="2"/>	<u>Memory -2</u> <input checked="" type="checkbox"/>	0	<u>Start: 02/14/03</u>	<u>17 -inch E772P</u>	<input type="text" value="2"/>	<u>Fl. Pan.1504FP</u> <input checked="" type="checkbox"/>	329	<u>End: 02/14/03</u>	<u>OS-1</u>	<input type="text" value="2"/>	<u>OS-1</u> NA	0	<u>Period: One Time</u>	<u>Overall</u>	<input type="text"/>	<u>Select All</u> <input checked="" type="checkbox"/>		
<u>Products</u>	<u>% Discount</u>	<u>Substitution</u>	<u>List</u>	<u>Summary Block</u>																																				
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<u>Overall</u>	<input type="text"/>	<u>Select All</u> <input checked="" type="checkbox"/>																																						
<u>Browser Screen</u> <input type="text"/>		<table border="1"> <tr> <td colspan="2"> <u>Total List Price = \$18,560</u> <u>Total Net Price = \$18,188.80</u> </td> </tr> <tr> <td colspan="2"><u>Compensation Indicator</u></td> </tr> <tr> <td> <input type="text"/> -10% </td> <td> <input type="text"/> 0% <input type="text"/> 50% <input type="text"/> 100% </td> </tr> </table>				<u>Total List Price = \$18,560</u> <u>Total Net Price = \$18,188.80</u>		<u>Compensation Indicator</u>		<input type="text"/> -10%	<input type="text"/> 0% <input type="text"/> 50% <input type="text"/> 100%																													
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<u>Compensation Indicator</u>																																								
<input type="text"/> -10%	<input type="text"/> 0% <input type="text"/> 50% <input type="text"/> 100%																																							

Fig. 35 (Further Options)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>									
<u>Options Dropdown Menus</u>													
		<u>Address Bar</u>											
<u>Deal Manager</u>													
<u>Home About Help Log-out</u>													
<u>Home</u>		<u>Deals</u>		<u>User : User Name</u>									
<input type="checkbox"/> <u>Deals</u> <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<u>Final Edit-Overall Discounts</u> <table border="1"> <thead> <tr> <th>Products</th> <th>Qty Req.</th> <th>List Price</th> <th>Total Net</th> </tr> </thead> <tbody> <tr> <td>Marquee</td> <td>20</td> <td>\$599</td> <td>\$18,188.80</td> </tr> </tbody> </table>		Products	Qty Req.	List Price	Total Net	Marquee	20	\$599	\$18,188.80	3601 User : User Name	
Products	Qty Req.	List Price	Total Net										
Marquee	20	\$599	\$18,188.80										
3602 Prev. concession 2% overall <u>Overall Disc. Suggestions</u> <input type="text"/> 2 % customer discount (up to 5%) <input type="text"/> 3 % education discount (up to 6%)		3603 Summary Block Deal Name: Edu-Trn Acct: Glennbrook NHS Start: 02/14/03 End: 02/14/03 Period: One Time		3604 <input type="button" value="Submit"/> <input type="button" value="Save"/>									
<u>Browser Screen</u> <input type="text"/>		Total List Price = \$18,560 Total Net Price = \$17,290.27 <u>Compensation Indicator</u> <table border="1"> <tr> <td>-10%</td> <td>0%</td> <td>50%</td> <td>100%</td> </tr> </table>		-10%	0%	50%	100%	3605					
-10%	0%	50%	100%										

Fig. 36 (final edit)

<u>Standard Icons</u>	<u>Standard Icons</u>	<u>Standard Icons</u>
<u>Options Dropdown Menus</u>		
<input type="text"/>	<u>Address Bar</u>	<input type="text"/>
<u>Deal Manager</u>		<u>Provider Logo</u>
<u>Home About Help Log-out</u>		
<u>Home</u>	<u>Deals</u>	<u>User : User Name</u>
<u>Scenarios</u>		
<input checked="" type="checkbox"/> Deals	Type	Status
- Pending	Base	Pending
- In Progress	Sub	Pending
- Rejected	Final	Pending
- Approved		
- Side-By-Side		
	Terms	Owner
	\$10,000	J. Smith
	\$18,188.8	J. Smith
	\$17,290.3	J. Smith
	Date	Export
	02/12/02	Generate
	02/12/02	Generate
	02/12/02	Generate

3700

3702

3701

Fig. 37 (final scenario)

3802

Ranking Type = 1 Maximize

(2) $1E \rightarrow 2F + 1G$

Value ID	Row ID	Item ID	Item Qty.
1	1	ID-C	1
1	2	ID-D	1
2	3	ID-F	2
2	4	ID-G	1

 $1A + 2B + 1E$

Factor ID	Product	Customer	Channel	Min	Max	Value
111	A	All	All	1	1	1
111	B	All	All	2	2	1
111	E	All	All	1	1	2

2F + 1G @ 10% Margin

Fig. 38

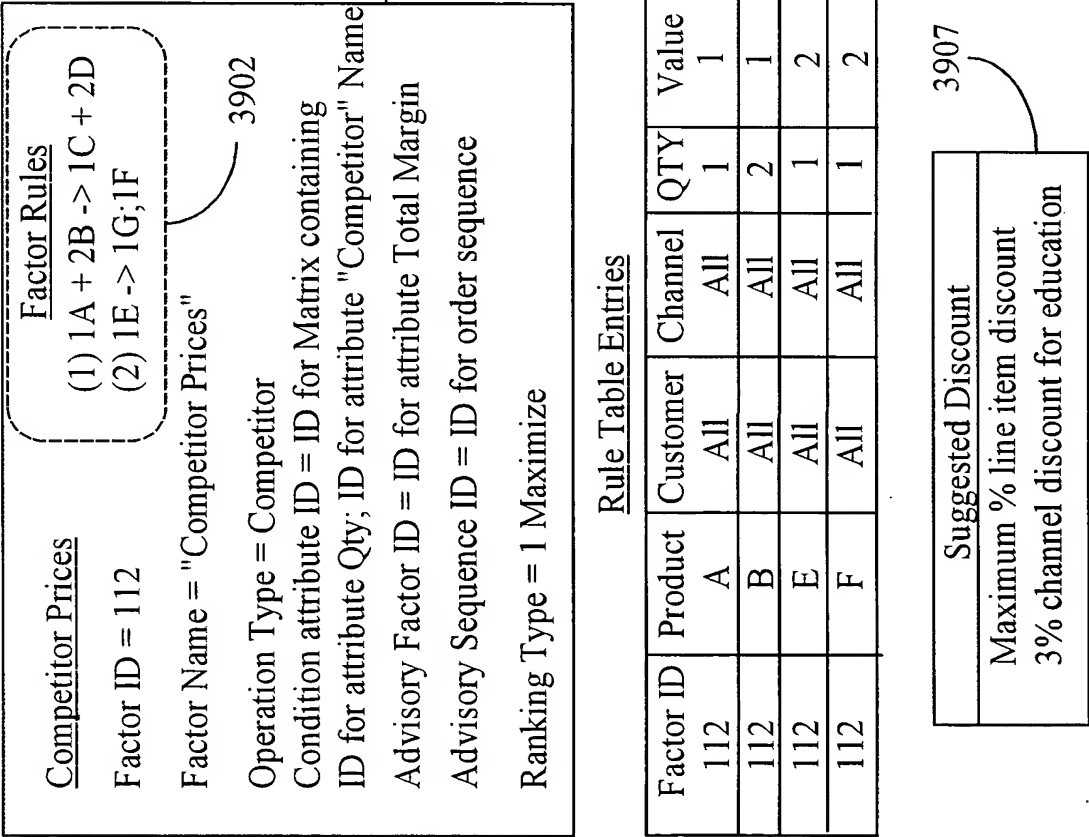


Fig. 39

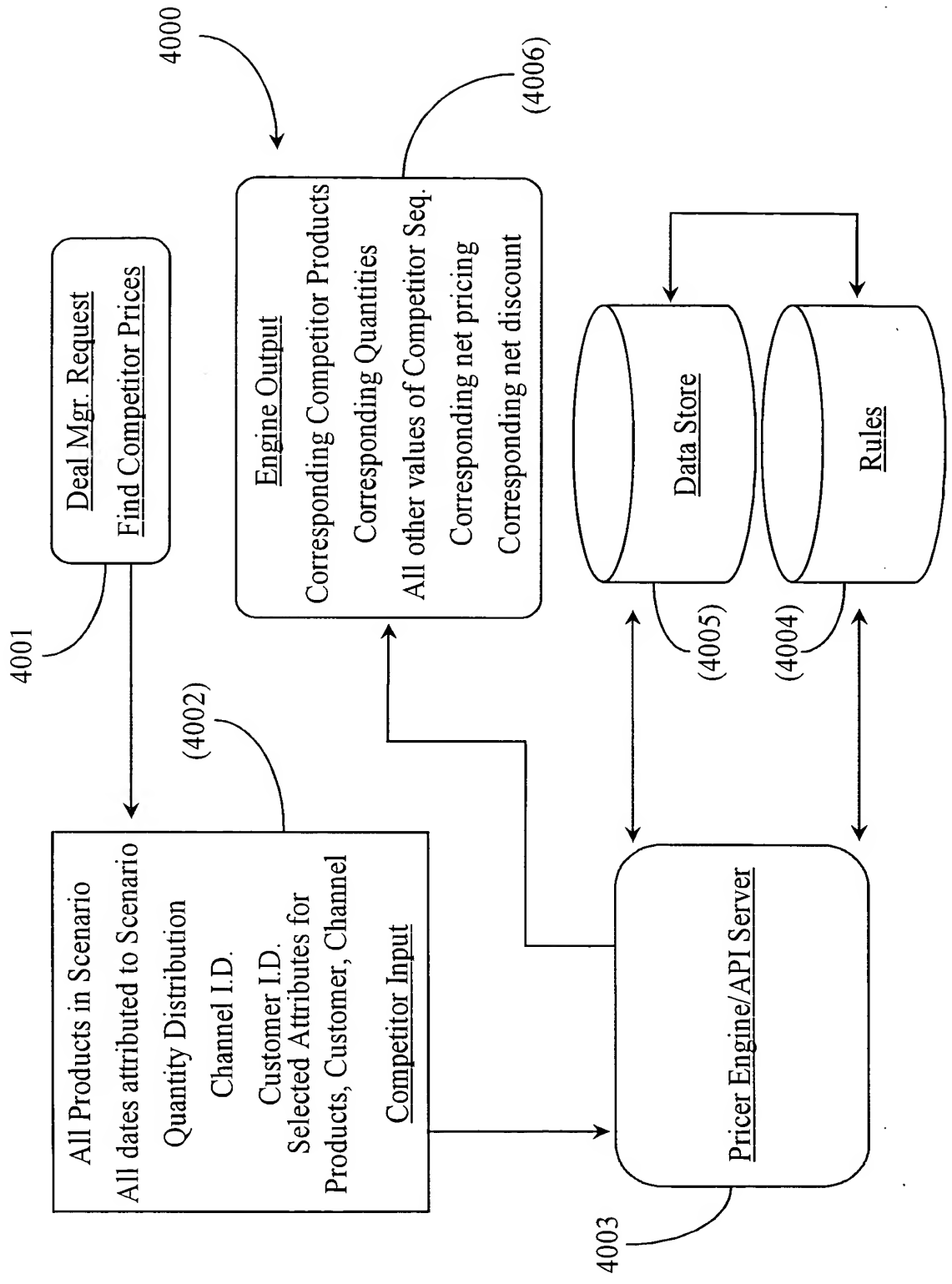


Fig. 40 (Competitor Pricing)

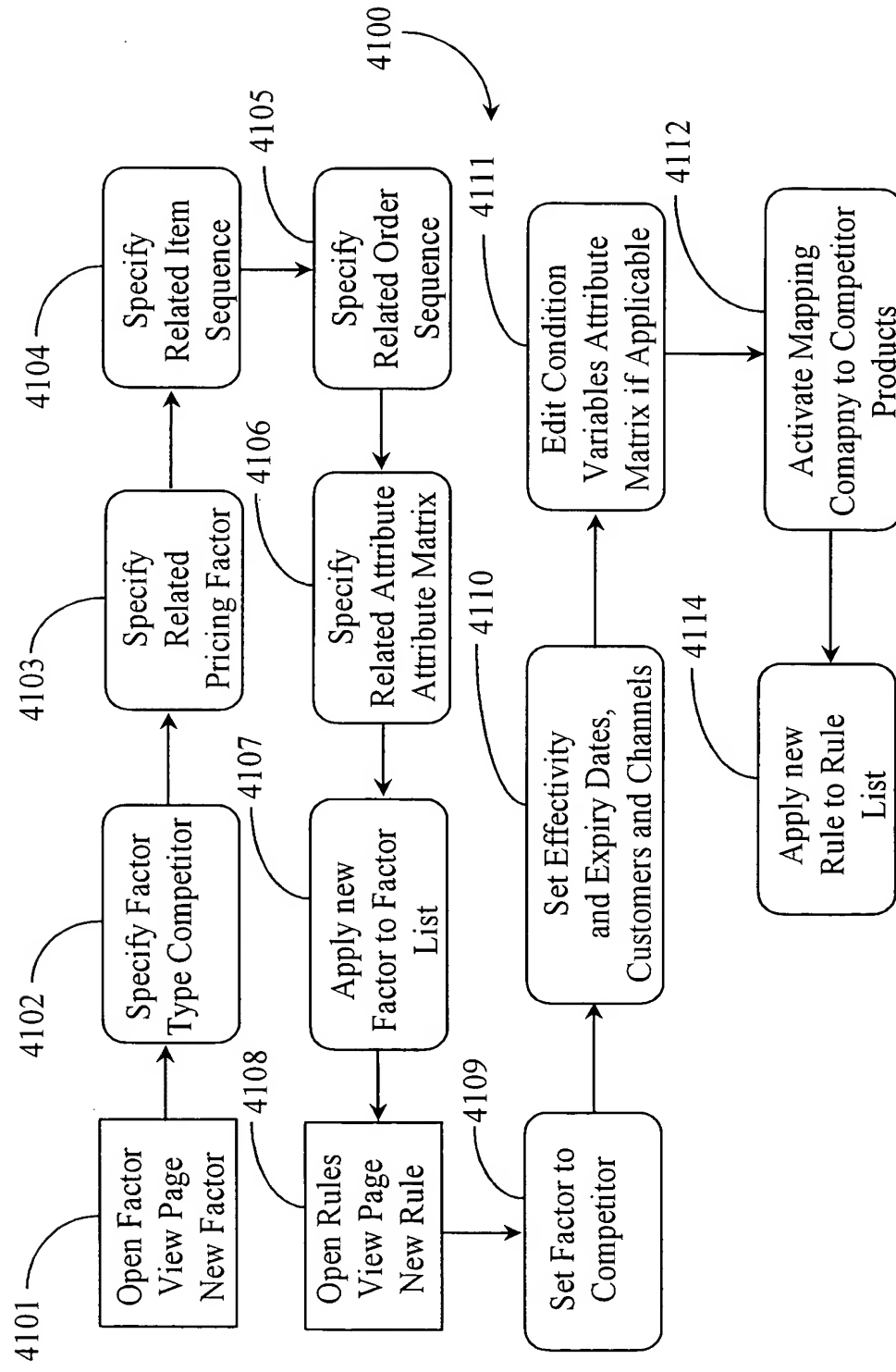


Fig. 41(Competitor factor and rule creation)

4200

<u>Standard Icons</u>	<u>Standard Icons</u>	<u>Standard Icons</u>	<u>Standard Icons</u>																				
<u>Options Dropdown Menus</u>																							
<input style="width: 100%;" type="text" value="Address Bar"/>		<input style="width: 100%;" type="text" value=""/>																					
<u>Deal Manager</u>		<u>Provider Logo</u>																					
Home About Help Log-out																							
Optimise Substitution Bundling Competitor Final Edit																							
Home	Deal Name: <u>Long Term Deal</u> Account Name: <u>Lazorex</u> User Name: <u>One Time</u>																						
<input checked="" type="checkbox"/> Deals	Start Date: <input type="text" value="03/01/2003"/> End Date: <input type="text" value="03/01/2004"/> Period Type: <input type="text" value="One Time"/>																						
<div style="border: 1px solid black; padding: 2px; display: inline-block;">+ Add New Product</div> <div style="margin-left: 20px;">4204</div>																							
<div style="margin-bottom: 5px;">- Pending</div> <div style="margin-bottom: 5px;">- In Progress</div> <div style="margin-bottom: 5px;">- Rejected</div> <div style="margin-bottom: 5px;">- Approved</div> <div style="margin-bottom: 5px;">- Side-By-Side</div>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Product</th> <th style="width: 15%;">Qty Req.</th> <th style="width: 15%;">Per Period</th> <th style="width: 15%;">List Price</th> </tr> </thead> <tbody> <tr> <td> <div style="display: flex; justify-content: space-between;"> X delete Marquee </div> </td> <td style="text-align: center;">400</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: right;">\$500</td> </tr> <tr> <td> <div style="display: flex; justify-content: space-between;"> X delete Meridian </div> </td> <td style="text-align: center;">200</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: right;">\$1049</td> </tr> <tr> <td> <div style="display: flex; justify-content: space-between;"> X delete XY Servers </div> </td> <td style="text-align: center;">5</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: right;">\$449</td> </tr> <tr> <td> <div style="display: flex; justify-content: space-between;"> X delete Clmk. Printers </div> </td> <td style="text-align: center;">20</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: right;">\$100</td> </tr> </tbody> </table>			Product	Qty Req.	Per Period	List Price	<div style="display: flex; justify-content: space-between;"> X delete Marquee </div>	400	<input checked="" type="checkbox"/>	\$500	<div style="display: flex; justify-content: space-between;"> X delete Meridian </div>	200	<input checked="" type="checkbox"/>	\$1049	<div style="display: flex; justify-content: space-between;"> X delete XY Servers </div>	5	<input type="checkbox"/>	\$449	<div style="display: flex; justify-content: space-between;"> X delete Clmk. Printers </div>	20	<input type="checkbox"/>	\$100
Product	Qty Req.	Per Period	List Price																				
<div style="display: flex; justify-content: space-between;"> X delete Marquee </div>	400	<input checked="" type="checkbox"/>	\$500																				
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<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 40%;"> Total List Price: \$14,757,045 </div> <div style="width: 20%; text-align: center;"> <input type="button" value="Validate"/> </div> </div>																							
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 40%;"> Compensation Indicator </div> <div style="width: 60%;"> <div style="display: flex; align-items: center;"> <div style="flex-grow: 1; border: 1px solid black; position: relative;"> <div style="position: absolute; left: 0; top: 0; bottom: 0; width: 100%;"></div> </div> <div style="margin-left: 10px;"> <div style="text-align: center;">-10%</div> <div style="text-align: center;">0%</div> <div style="text-align: center;">50%</div> <div style="text-align: center;">100%</div> </div> </div> </div> </div>																							
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 40%;"> Browser Screen </div> <div style="width: 60%;"> <input style="width: 100%;" type="text"/> </div> </div>																							

Fig. 42 (analysis of base scenario)

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Deal Manager

Provider Logo

Quote Optimising

Cost Chg.

03/01/03

04/01/03

05/01/03

03/01/04

05/01/04

04/01/04

05/01/04

03/01/05

04/01/05

04/01/05

%

Optimize based on

Margin

4301

Edit

4302

4304

	03/01/03	04/01/03	05/01/03	03/01/04	05/01/04	04/01/04	05/01/04	03/01/05	04/01/05	04/01/05
Marquee	400	400	400	400	400	400	400	400	400	400
Meridian	200	200	200	200	200	200	200	200	200	200
XY Server	0	0	5	0	0	0	0	0	0	0
Clearmark	0	20	0	0	0	0	0	0	0	0

Total List Price \$14,757,045

4305

Total Net Price \$14,000,000

Margin: 8%

Save As: Save

4306

Compensation Indicator

-10%

0%

50%

100%

4300

Fig. 43(Deal Optimize)

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

Deal Manager

Provider Logo

Competitor Scenario

Start Date: 03/01/2003

End Date: 07/01/2003

Type of Period: Monthly

Product	03/01/2003	04/01/2003	05/01/2003	06/01/2003	07/01/2003
Marquee	Ours 495 HP 500 Apple 600	Ours 500 HP 446 Apple 600	Ours 400 HP 446 Apple 510	Ours 360 HP 401 Apple 459	Ours 324 HP 361 Apple 413
Meridian	Ours 1049 HP 1100 Apple 995	Ours 1049 HP 990 Apple 995	Ours 839 HP 990 Apple 846	Ours 755 HP 891 Apple 761	Ours 680 HP 802 Apple 685
XY Server	Ours 449 HP 500 Apple 515	Ours 449 HP 450 Apple 515	Ours 359 HP 450 Apple 438	Ours 323 HP 405 Apple 394	Ours 291 HP 355 Apple 365
Clearmark	Ours 100 HP 75 Apple 110	Ours 100 HP 68 Apple 110	Ours 80 HP 68 Apple 94	Ours 72 HP 61 Apple 84	Ours 65 HP 55 Apple 76

Fig. 44 (Competitor View)

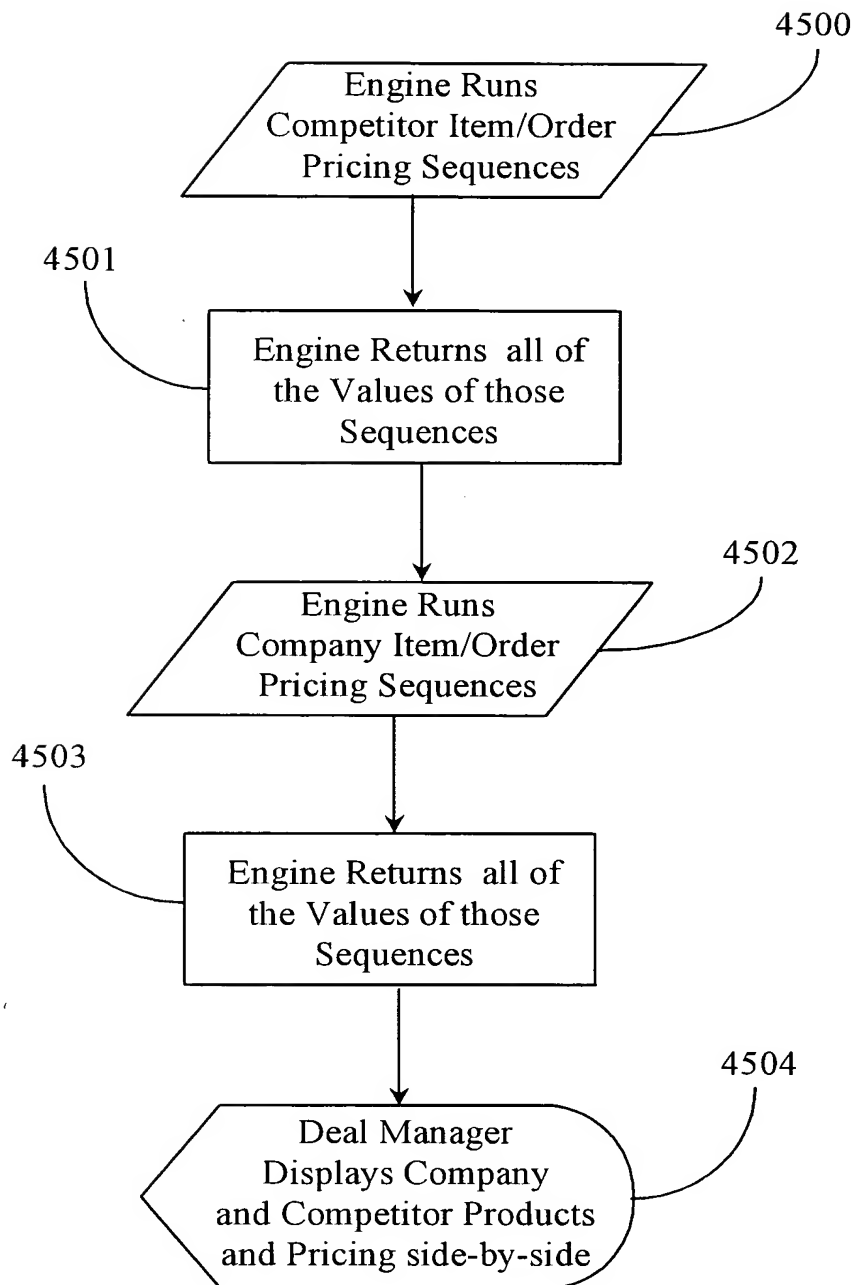


Fig. 45 (Competitor Calculation)